CATALOGUE

OF

IMPROVED

Stencil Dies,

MANUFACTURED BY

S. M. SPENCER,

NO. 117 HANOVER STREET,

BOSTON, MASS.

(FORMERLY OF BRATTLEBORO', VT.)

Removed to 347 Washington St.

Benj. F. Allen, Printer, 36 Congress Street, Boston.

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A CARD.

In presenting this edition of my Catalogue, I take pleasure in announcing that within the past year I have greatly enlarged my works, by adding to my own superior facilities and long experience in the business, all the machinery, tools and fixtures of the well-known Metcalf Establishment, — it being the oldest Stencil house in the United States,—together with a large lot of costly and intelligent experiments, relating to the stencil business, fully and carefully recorded, gaining thereby all the advantages of over forty years' practical experience by the Metcalfs.

I gain, also, the advantages of a city location for my salesroom and office, such as convenience of access to those who wish to visit me personally, and the ability to express goods directly to all parts of the country. Still keeping my manufactory away from high rents, I shall be able, as heretofore, to sell all goods at very low prices. I shall spare neither labor nor expense to make mine the leading Stencil House in the world in the extent of facilities, variety of goods, and perfection and prompt execution of work. I would therefore respectfully solicit your orders.

General Advantages of the Stencil Business.

1st. The employment is light, neat, pleasant, healthy, useful.

2nd. It is founded permanently upon the private wants of every individual, and the business wants of every community.

3d. It is subject to no license, taxation, or high rents.

4th. In it you will be pushed by no local competition, subject to no man's shop-bell, with the widest, freest field for trade and travel.

5th. It involves no costly investment of time or money, as three hours' practice will teach you the business, and from $25 to $50 capital establish you in it.

6th. If you are wide-awake, it will pay you from $5 to $20 a day, whenever and wherever you may follow it.

7th. It pays to have a Stencil outfit, even for occasional use, as it brings in large profits when in use, is kept without expense when not in use, and is at any time as saleable as a watch or a horse.

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MANUFACTURER OF

Improved Stencil Dies and Stock,

117 HANOVER STREET, BOSTON.

Man is so constituted that Labor is indispensible to happiness and health. Much we may regret this divine arrangement, still the necessity is upon us—we must work. To select an occupation is therefore one of our first and most important duties; and, since so much of our happiness depends upon a judicious selection, it becomes us to study well the ground and make a wise choice. That man who quietly folds his hands and rests dependent upon the enterprise of others is, in a measure, a slave. He may labor in the employ of another sometimes to advantage, but it should be his purpose to make this only temporary, to rise above a mere day laborer, and build for himself a business—honorable and independent. "The gods help those who help themselves." It is not necessary to conduct an extensive business or make a great display. The "ten acres" farm well tilled yields the greatest profit.

We should ask, in regard to an occupation, "Is it useful as well as profitable? Shall I receive advantages other than pecuniary? Shall I succeed?" If the business I offer answers these questions affirmatively, may I not ask for it your careful consideration?

There is a Universal Necessity for Stencil Work.

A thousand and one articles are owned by each individual in the land which should be marked plainly with their name. Clothing, hats, bonnets, gloves, boots, umbrellas, books, cards, envelopes, writing paper, blankets, boxes, barrels, merchandise, farm tools, robes, etc., etc., etc., all may be neatly and quickly marked by means of a Stencil Plate. Every day, clothes are being lost and stolen, books and tools loaned and

never returned, letters sent to the dead letter office, and merchandise shipped to the wrong port, because not properly marked. Stencil plates are everywhere used to designate upon barrels, boxes, casks, etc., their contents, such as the different brands of flour and grain, liquids, medicines, fruits, butter, cheese, and numberless other articles that are constantly being packed, and shipped from place to place. Beside, a stencil plate is of great value as a means of advertising upon all barrels, boxes, bundles, and even car loads of lumber, hay, etc., sent off, and are extensively used for this purpose. Again, all patent articles are, by law required to be so designated, with the date of patent plainly marked upon them. A large class of these articles, such as plows, churns, mowing machines, washing machines, bee hives, straw cutters, corn shellers, etc., etc., are universally marked with stencil plates. And stencil plates must always do the principal part of all coarse marking, as they are peculiarly adapted to give an impression upon surfaces that cannot be printed upon, such as wood, iron, leather, sacks, etc. The above in brief shows the *usefulness* of the stencil business, and now, that

It Will Pay to Engage in the Business

Can be readily shown, we think. As a money making business it stands unrivalled by any requiring so small a capital, which is so easily learned. If it were an uncertain or untried pursuit we might justly hesitate, but the *want* exists, and where stencils are best known they are most appreciated. The demand for whatever is really useful must continue till the want is supplied. And the want will not only continue, but the demand must increase, since every year unfolds new uses to which the stencil plate is adapted—developes new branches of the business.

The demand for name plates will never cease, since population is constantly changing, business increasing, children growing up to be men and women, and women assuming new names; people are traveling who never traveled before, young people going from home to schools and colleges, and millions are staying at home, who want some neat and simple method of marking their clothing, handkerchiefs, pocket books—in short, everything liable to be lost or stolen.

Business plates will always be called for as long as there remains in man's nature a fondness for having his name appear in connection with his business, or while advertising pays, or there exists a necessity for designating the contents of a flour barrel or whiskey cask, (and we hope

longer than the latter). This much in regard to the permanency of the stencil business.

The Profits are Large.

Small, plain style, name plates retail at 50 cents each; ornamented style, at 75 cents to $2.00 each. The stock for one of these plates—brass, frame, brush, ink and directions for using—cost *less than 6 cents*, as will be seen by referring to my price list, thus *leaving a profit of 44 cents to* $1.94 on each plate sold. The time required in cutting a plate is from five to thirty minutes.

Large stencils retail at 5 to 8 cents per letter and cost less than half a cent per letter for stock. A person can cut sixty letters an hour, netting a profit of $2.70 to $4.50 per hour. Can you not procure orders for ten name plates in any town in one day? More than that number are often obtained in a single hour. But reckon ten per day—at the lowest prices—and you have made more than $4 profit; over $100 per month, or $1,300 per year. We have proof that many are making *three times this amount.*

Can you, in any legitimate business, make a greater profit, considering that you learn the business in an hour, and that only $25 to $50 capital is invested.

Other Advantages of the Business

Should be considered, also; for while we may, in diverse ways accumulate wealth, we might be compelled to sacrifice health, cramp our nobler nature, or submit to confinement and discomforts. Health is one of heaven's choicest blessings, and no one has a right to engage in business that will destroy or impair it. Much less should we follow any pursuit, however promising of gain, which would hamper free thought, paralize conscience or sacrifice honor. The stencil business is healthful, honorable as it is useful, a field in which to acquire knowledge of human nature, cultivate the important art of pleasing, exercise ingenuity and improve artistic taste and genius. It presents an opportunity for traveling without incurring expense, of observing the customs and manners in different States, and of overcoming that diffidence which most men feel who are unacquainted with the world.

A young man who spent a number of years in canvassing and stencil cutting, thus writes:

"Human nature is the great study of our lives, and he who understands it best is most successful. 'The proper study of mankind is man,' and he who enjoys the best opportunities for seeing all classes of men, in all classes of circumstances, drinks deepest at this great fount of knowledge. The canvasser stands pre-eminent in this respect. He, of all men, has a chance to study his fellow man; to compare the manners, customs, ways and peculiarities of the people in different sections; to store his mind with facts and general information; to visit places of note and interest—thus becoming familiar with scenes which he could never comprehend in all their grandeur from description, however correctly penned or eloquently delivered. All have heard of Mount Vernon, Marshfield, Ashland and the Hermitage, yet who that has not visited these consecrated spots has dreamed of the patriotic feelings, the pure reflections, and the manly resolves that come rushing to the mind as we stand contemplating the virtues, the worth and the greatness of those whose mortal remains lie crumbling in the dust at our feet."

Another has well said, that "the experience gathered from books, though often valuable, is but of the nature of *learning;* whereas, the experience gained from actual life is of the nature of *wisdom;* and a small store of the latter is worth vastly more than any stock of the former." But,

A Local Stencil Business

To those who cannot travel, or whose time is partially occupied with other business, can be made very profitable. You may employ agents to canvass for you, cut their plates and let them deliver the work, you receiving one-half the retail price. One can cut $25 to $50 worth of plates in a day; one half of which—after paying all expenses—will make a handsome salary.

Many persons have permanent situations which are more agreeable to them than traveling. Such may have an outfit of dies, tools and instructions, which they can use at odd moments and on public occasions, thus making them pay for themselves may times over, and have the business to rely upon in case they were thrown out of employment.

Don't forget that you may employ one or more agents, cut all their plates at odd jobs, and thus realize a liberal income, wholly independent of any regular business you may follow.

Another method is to advertise for work in the stencil line. A friend writes us from Michigan that since purchasing an outfit, two years ago, he has met with unexpected success; some days cutting $8 to $12 worth of work, and all *without soliciting an order.* He had another

occupation, but stencil cutting was added and finally made one of the specialities in his business. Others relate a similar experience.

Ladies can make Stencil Plates,

Often with better success than gentlemen. Their quick perception enables them to judge more correctly, and their refined taste renders important service in adapting appropriate styles to different circumstances. They often read human nature better than men; the business is light and pleasant, and a new field for usefulness is opened to them, promising ample remuneration.

Milliners and dress makers can ill afford to be without my stencil outfit. In marking patterns for embroidery, and copying the neat things Godey and Mme. Demorest are giving us, the dies and flowering tools are invaluable. Very pretty "Designs" can be cut in paper or bristol board with them, and I send, with each outfit, a great variety of my copyrighted designs for name plates, business cards, etc., which may be nicely displayed upon cloth or card board and exhibited as samples, in a show case. The appropriateness and beauty of these designs, and the intrinsic worth of stencil plates for marking linen cannot fail to attract attention and tempt the purse of every caller.

In this way every milliner and dress maker, with little trouble and trifling expense, might open an additional branch of business of the most profitable nature. And remember, it requires but little time to learn how to make a good stencil plate and only a few minutes to make one.

To do Good Work you must have Good Tools.

This is specially true in cutting stencil plates. An ingenious yankee will whittle out a violin from an old stump with his jack-knife, or build a steam engine on the battle field with fragments he can pick up; but no ingenuity was ever sufficient to contrive a *neat stencil plate* with ill shaped dies. It requires no argument to convince one of this truth, as the die gives shape to the letter. Cheap tools are generally poor tools. "Get the best," is advice which has become classic in its significance.

My dies have always taken the first premium when on exhibition. Other manufacturers have refused to place their dies in competition with mine, and have even withdrawn them after mine were entered. I would gladly compete with any or all manufacturers of stencils in the U. S.

I claim the best and am ready to prove it.

SAMPLES AND PRICES OF

STENCIL DIES.

3-32 Inch Roman Engraved Dies.

Price for complete Alphabet, Capitals and Lower Case, Figure and Border Tools, $22.

3-32 Inch Back Slant Dies.

Price for complete Alphabet, Capitals and Lower Case, Figures and Border Tools, $18.

1-8 Inch Roman Engraved Dies.

Price for complete Alphabet, Capitals and Lower Case, Figures and Border Tools, $20.

1-8 Inch Forward Slant or Outfit Dies.

Price for complete Alphabet, Capitals and Lower Case, Figures and Border Tools, $18.

PLAIN AND ORNAMENTED EIGHTH INCH GOTHIC.

Price for complete Alphabet, Figures and Border Tools, $10.

3-16 inch Ornamental Gothic. Price for complete Alphabet, Figures and Border Tools, $14.

1 2 3 4 5 6 7 8 9 0

THREE SIXTEENTHS PLAIN GOTHIC.

Price for complete Alphabet, Figures and Border Tools, $12.

SAMPLES OF 3-16 INCH upper and lower case dies

Price for complete Alphabet, Capitals and Lower Case, Figures and Border Tools, $40.

★ WE CHALLENGE COMPETITION. ★

¼ inch Gothic, Plain. Price for complete Alphabet, Figures and Border Tools, $16.

STENCIL MAKERS.

½ inch Gothic, Ornamented. Price for complete Alphabet, Figures and Border Tools, $18.

UPPER & lower Case

1-4 Inch Roman.

Price for complete Alphabet, Caps and Lower Case, Figures and Border Tools, $50.

SAMPLES OF

⅝ inch. Price for complete Alphabet, Figures and Border Tools, $28.

HOLLOW

½ inch. Price for complete Alphabet, Figures and Border Tools, $30.

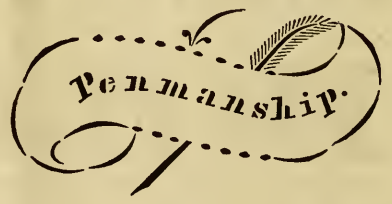
FACED

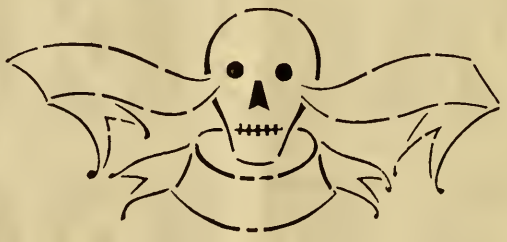
¾ inch. Price for complete Alphabet, Figures and Border Tools, $33.

DIES

1 inch. Price for complete Alphabet, Figures and Border Tools, $35.

SAMPLES OF STENCIL WORK.

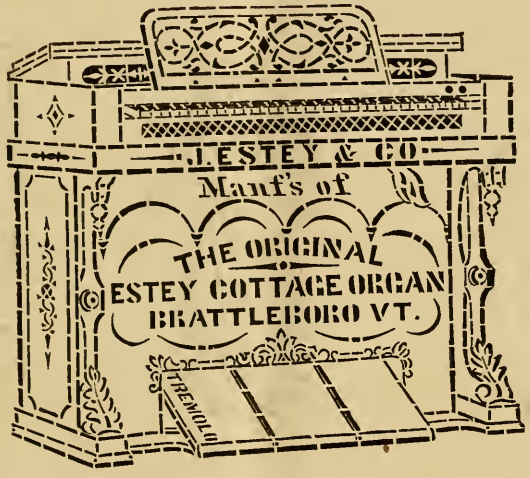




Nellie Grant

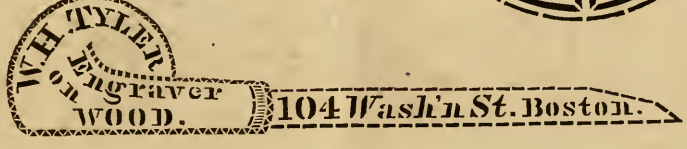
Jennie Morgan

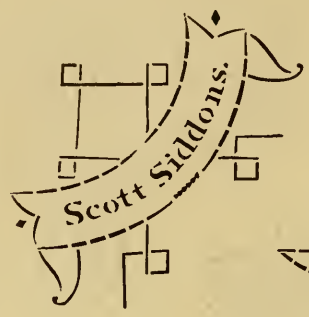
Minnie G Prescott


J. ESTEY & CO
Manf's of
THE ORIGINAL
ESTEY COTTAGE ORGAN
BRATTLEBORO VT.
TREMOLO

T

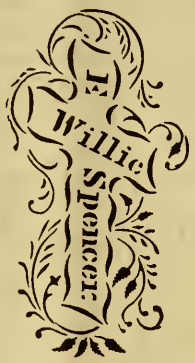
Premium
SPENCER & CO'S
DIES


W.H. TYLER
Engraver
on
WOOD.
104 Washn St. Boston.


Scott Siddons.

Minnie
Snow

TOM
FORGE


Willie Spencer

Mark
Twain

S.M.Lee.

Henry Ward Beecher.

My Twenty-five Dollar Outfit.

Many of my friends who would like to engage in the business of stencil cutting are unacquainted with the business and the tools required to do good work. I have therefore prepared a Complete Stencil Outfit containing—

1st. An alphabet of my $\frac{1}{8}$ inch forward-slant dies for cutting capital letters.

2d. An alphabet for cutting the small or lower case letters, same style of die.

3d. A set of figure dies.

4th. Thirteen ornamenting dies, for making borders, embroidery patterns, etc.

5th. A case of oiled chestnut or black walnut which contains all the above dies and ornamenting tools.

6th. *Stencil Gauge.* This Gauge I have recently perfected to obviate the difficulty of placing the dies true and even, and for holding the plate while cutting.

7th. A steel hammer.

8th. A lignumvitæ block upon which to cut the plates.

9th. A smoothing stone.

10. A framer, for turning the edges of a plate over the frame and smoothing it down.

11th. A countersinker, for fitting the plate nicely to the frame.

12th. A box of polishing powder.

13th. A polishing brush, to clean and polish the plate.

14th. Two finishing plates, upon which to smooth, frame and polish the stencil plates.

15th. A pair of small shears for cutting the metal plate.

16th. A pair of dividers, useful in spacing the work.

17th. A four inch boxwood rule, which serves as a try-square.

18th. A steel block scraper, to dress off the block after plates have been cut upon its entire surface.

19th. Brass sufficient for fifty name and ten business plates, beside an extra quantity, at least twenty, to experiment upon.

20th. German silver sufficient for ten name plates.

21st. Zinc frames for fifty name and ten business plates.

22d. Sixty brushes, for name and business plates.

23d. Twenty-five bottles of indelible ink, with directions for using. My ink is of the best quality and warranted indelible.

24th. A full set of patterns of my copyrighted designs, with zinc curves for laying off the work.

I have a large number of copyrighted designs for name plates, business cards, etc., not shown in this edition of my catalogue, but which will be sent with each outfit.

25th. A bundle of stencil advertising bills, to post up in places where you locate.

26th. A pocket canvassing book, in which are samples of my designs on cloth and paper, and three specimen plates in different designs, with an abundance of blank paper upon which to write orders.

27th. A copy of my confidential pamphlet, which is the key to the outfit—I might almost say, to your success as a stencil cutter. It contains an essay on canvassing, instructions in cutting stencil plates—by which the most inexperienced are able to do good work, receipts for making my indelible ink, stencil paste of different colors, etc., etc. In fact it is a complete budget of stencil information written and copyrighted by me for the exclusive use of my patrons, and is worth the price of the outfit to any one commencing the business. *In no case* do I supply this pamphlet to others than those buying my complete outfit, or my dies to the amount of $25, as I paid that sum for single receipts which it contains.

28th. An assignment of copyright to make and sell all my designs in stencil work.

29th. And finally; the entire outfit is well packed in a neat and substantial hand trunk of oiled chestnut, ornamented with silver headed screws, silvered hooks, brass hinges, handle, lock and key. This trunk is made especially for me, and contains separate compartments for ink, brushes, etc.

This complete outfit weighs eight pounds, and contains every thing needed for cutting the small stencil plates for marking clothing, books, &c., with improved gauges, patterns, and instructions, making the process so very easy and simple that any one after an hours practice can make good stencil plates, and stock enough to sell for $25 to $30—more than enough to pay for the outfit, leaving you the dies, tools, &c., worth at least $22. By adding to this $10 worth of extra stock, you have enough to sell for $150 to $175. I do not pretend that any one can get rich in this business without work, as I claim that money cannot be made honestly without an earnest effort. But I know many are making from $5 to $20 a day, with this outfit, which you will admit is good pay, considering you have but $25 to $35 invested. With more styles of dies, and more capital judiciously invested, you can of course make more money.

All my dies are made by experienced workmen, each letter complete in one die, carefully tempered and finished, and warranted in every respect. All sizes larger than ¼ inch are made hollow-faced with sharp cutting edges. By the use of valuable patents which I control, I am able to furnish my dies at greatly reduced prices from what other manufacturers are obliged to ask for first-class goods.

All letters larger than 1 inch are cut with chisels, which I furnish in sets suitable for cutting all sizes of letters. See prices on another page.

The $12 Outfit for Cutting Large Letters.

I find many of my patrons want to cut large letters for bag plates and large business stencils, before they feel able to pay for the ¾ or 1 inch dies, and I have prepared for them this outfit, as follows:

One set of 24 chisels.

One large Lignumvitæ Block.

One Hammer.

One Rule and Pencil.

One Pair Shears.

A full set of patterns for ¾, 1, 1¼, 1½, 1¾, and 2 inch Alphabets and Figures, and 2 lbs. brass for large plates.

I will send this Outfit, less the Block, Hammer and Shears, with the $25 Outfit for $35.

KEY CHECKS.

There is a demand everywhere for key checks, which are used for attaching the owner's name to keys and other articles that cannot be marked with a stencil plate. This, like the stencil business, is nearly all *profit*, the checks selling for 25 to 40 cents each, and cost 2 and 3 cents. Stencil Cutters may make this an additional source of profit with but little extra expense. Those who have not the money to pay for a 25 dollar outfit often commence with the key check dies alone, and soon make enough to get the complete outfit. With the aid of the key check block of steel which I have recently perfected with patterns for all styles of checks, they can be stamped true and nice without any practice. The *stamp dies* for stamping the checks are entirely different from the stencil dies, and I have arranged them in outfits separately, and with my Stencil Outfit as follows:

The Forty Dollar Outfit, for Stencils and Key Checks.

One Twenty-five Dollar Outfit complete.—One Alphabet 1-16 inch upper case Key Check Dies.—One Alphabet 1-16 inch lower case Key Check Dies.—One Set 1-16 inch figure Key Check Dies. One Set of eight border Key Check Dies.—One Masonic Stamp, Square and Compass.—One Odd-Fellows Stamp.—One case of Black Walnut to hold dies.—One Key Check Block and Guage.—One hundred and fifty assorted Key Checks.—Two Doz. Large Key Rings.—One hundred and fifty Key Check Rings.

The Twenty Dollar Outfit, for Key Checks Only.

One Alphabet 1-16 inch upper case Key Check Dies.—One Alphabet 1-16 inch lower case Key Check Dies.—One Set 1-16 inch figure Key Check Dies.—One set of eight border Key Check Dies.—One Masonic Stamp, Square and Compass.—One Odd Fellows Stamp.—One case of Black Walnut to hold Dies.—One Key Check Block and Gauge.—One Steel Hammer.—Two hundred assorted Key Checks.—Two Doz. Key Rings.—Two hundred Key Check Rings.—One Order Book.—One Hand Trunk (same as described in the $25 outfit.)

The Ten Dollar Outfit, for Key Checks Only.

One Alphabet 1-16 inch upper case Key Check Dies.—One Set 1-16 inch figure Key Check Dies.—One Set of four border Key Check Dies.—One Odd Fellows Stamp.—One Case of Black Walnut to hold Dies.—One Key Check Block and gauge.—One Steel Hammer. — Seventy-five assorted Checks. — One Doz. Key Rings.—Seventy-five Key Check Rings.

PRICES REDUCED

ON THE FOLLOWING GOODS.

NOVEMBER 5th, 1875.

Key Checks.

Eagle, 3 and 4 line,	per 100,	$2.00
American Shield,	" "	2.00
Large Oval,	" "	1.75
Small "	" "	1.25
" Plain Shield,	" "	1.50
Fancy "	" "	1.50
Scroll,	" "	2.00
No. 1, Trunk Plate,	" "	4.00
Goddess of Liberty,	" "	2.00
Umbrella,	" "	1.25
Large Round Brass,	" "	1.50

Stencil Stock.

Indelible Ink, best, for Stencils or Stamps,			per 100,	$3.00
" " " " "			" 1000,	25.00
" " 2nd quality			" 100,	2.50
" " " "			" 1000,	20.00
Brass, Name Plate,	No. 0,		" lb.	.55
" "	" 38,		" "	.45
" 14 in. or less,	" 35,		" "	.40
" 14 to 20 in.	" 35,		" "	.45
Brushes, Name Plate,	per 100,	$1.00,	per 1000,	$7.00
" Large	No. 00,	per Doz.		.65
" "	" 0,	" "		.80
" "	" 1,	" "		.90
" "	" 2,	" "		.95
" "	" 3,	" "		1.10
" "	" 4,	" "		1.30
" "	" 5,	" "		1.50
" "	" 6,	" "		1.65
" "	" 7,	" "		1.85
" "	" 8,	" "		2.25
" "	" 9,	" "		3.25
" "	" 10,	" "		3.75
" "	" 11,	" "		4.25
" "	" 12,	" "		4.75

NOTICE.

On orders for Stencil Dies, Key Check Dies and Outfits amounting to $50.00 or more, at one time, I will discount 10 per cent. On $100.00 or more, 15 per cent. No discount will be allowed on stock.

S. M. SPENCER,

347 Washington Street,

Formerly 117 Hanover St., *BOSTON, MASS.*

PRICE LIST.

Stencil Dies.

						PER SET
3-32	Inch.	Roman, upper and lower case, figures and 4 border tools,				$22 00
3-32	"	Backslant, " " "	"	4	"	18 00
3-32	"	Gothic, plain, capitals only,	"	4	"	10 00
1-8	"	Roman, upper and lower case,	"	4	"	20 00
1-8	"	Forwardslant,	"	4	"	15 00
1-8	"	Gothic, plain, capitals only,	"	4	"	10 00
1-8	"	" ornamented, "	"	4	"	10 00
3-16	"	Roman, upper and lower case,	"	4	"	40 00
3-16	"	Open Ionic, capitals only,	"	4	"	12 00
3-16	"	Gothic, plain, "	"	4	"	12 00
3-16	"	" ornamented, capitals only,	"	4	"	14 00
1-4	"	Roman, upper and lower case,	"	4	"	50 00
1-4	"	Open Ionic, capitals only,	"	4	"	14 00
1-4	"	Gothic, plain, "	"	4	"	16 00
1-4	"	" ornamented, "	"	4	"	18 00
3-8	"	Roman, "	"	4	"	28 00
3-8	"	Gothic, plain, "	"	4	"	22 00
1-2	"	Roman, "	"	4	"	30 00
3-4	"	" "	"	4	"	33 00
1	"	" "	"	4	"	35 00

Key Check Dies.

1-12 or 1-16 Inch upper and lower case, figures and 8 border tools,	10 00
1-20 to 1-8 Inch Letters, figures and 4 border tools,	6 00
3-16 Inch Letters, figures and 4 border tools,	8 00
1-4 " " " 4 " "	10 00
3-16 " figures,	2 00
1-4 " "	2 50
3-8 " "	3 50
1-2 " "	6 75

Single Die of any size will be furnished at one-thirtieth the price of a complete alphabet, or one-sixtieth where "upper and lower case" is specified above.

Ornamenting Dies.

1 Set of 13 for Stencils,	$3 00
1 " 20 "	4 00
1 " 40 "	7 00
1 " 10 for Key Checks,	2 00
1 " 25 " "	4 00

Chisels and Gouges for Cutting Large Stencil Letters.

16 pieces	per set	$ 4 00
24 "	per set	6 00
40 "	per set	10 00

Stencil Stock.

Indelible Ink, small bottles, with directions,	per hundred,	$3 00
" " quart "	per bottle,	2 00
German Silver,	per lb.	2 00
" "	per hundred,	1 00
Brass, name plate, No. 40,	per lb.	65
" " " No. 38,	per lb.	55
" for large brands, width 14 inches or less, No. 35,	per lb.	50
" " " " 14 to 20 inches, No. 35,	per lb.	55
Copper " " " 14 in. or less, No. 35,	per lb.	60
Stencil paper, for brands, a substitute for copper, sheets 22x31 inches,		20
Stencil paste, black, for large stencils,	per box,	10
" " red, yellow, green, blue and white, each.	per box,	15

Sundries.

Lignumvitæ blocks, small,	per lb.	15
" " 10 lbs. or more,	per lb.	10
Advertising bills,	per hundred,	50
Directions for using Indelible Ink,	per hundred,	25
Copyrighted designs, on paper,	per hundred sheets,	1 00
" " on cloth,	per hundred sheets,	1 50
Paper boxes, neat, for name plate, ink, brush and directions, per hund.		1 50
Key check block,		1 50
Hammers for large dies,		1 00
Straps for baggage checks, best quality per hundred,		3 50

Name Stencil Brushes.

No. 1, ... per 100, $1.00 No. 2, ... per 100, $1.75

Large Stencil Brushes.

No. 00	per doz.	$0.90	No. 6	per doz.	$2.25
No. 0	"	1.10	No. 7	"	2.50
No. 1	"	1.20	No. 8	"	3.00
No. 2	"	1.30	No. 9	"	4.00
No. 3	"	1.50	No. 10	"	5.00
No. 4	"	1.75	No. 11	"	5.75
No. 5	"	2.00	No. 12	"	6.50

Pencil Brushes.

Per dozen	60 cents.
Per gross	6 00

Zinc Frames—20 Sizes—per 100.

For Samples see Frame Circular sent on application.

No. 1....$ .25	No. 6....$ .40	No. 11....$ .90	No. 16....$1.60
" 2.... .30	" 7.... .50	" 12.... 1.00	" 17.... 1.85
" 3.... .30	" 8.... .60	" 13.... 1.10	" 18.... 2 10
" 4.... .35	" 9.... .75	" 14.... 1.20	" 19.... 2.60
" 5.... .40	" 10.... .85	" 15.... 1.30	" 20.... 3.25

Brass Alphabets and Figures.

Best quality, Roman letters, I will furnish at the following rates. *Net Cash.* Send sixty per cent. additional when you expect them returned by mail.

Alphabets.		*Figures.*	
1-4 in. per set.....	25 cts.	1-4 in. per set.....	14 cts.
3-8 " " "	25 "	3-8 " " "	14 "
1-2 " " "	25 "	1-2 " " "	14 "
3-4 " " "	28 "	3-4 " " "	15 "
1 " " "	30 "	1 " " "	16 "
1 1-4 " " "	40 "	1 1-4 " " "	20 "
1 1-2 " " "	50 "	1 1-2 " " "	25 "
1 3-4 " " "	60 "	1 3-4 " " "	30 "
2 " " "	60 "	2 " " "	30 "
2 1-2 " " " .....1 00 "		2 1-2 " " "	50 "
1 1-2 " " " lower case,	50 "		

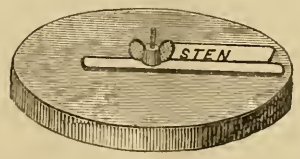
Burning Brands.

SOLID BRASS.

1-4 inch, ten letters or less on one line,	$1 00
3-8 " " " "	1 00
1-2 " " " "	1 50
3-4 " " " "	2 00
1 " five letters, " "	3 00

Two lines of lettering double the price of one line.

Name Stencil Gauges.



For Guiding Dies in Cutting. Simple and effective.

With Lignumvitæ Block, mounted,	$1.00
Gauge alone,	.75

Steel Block Stamps.

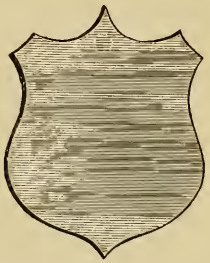
1-32 inch.....per letter..20 cts.	3-16 inch.....per letter..20 cts.
1-20 to 1-8 inch, " ..15 "	1-4 " ..... " ..30 "

Samples of German Silver Key Checks.

Eagle, large, 3 lined.

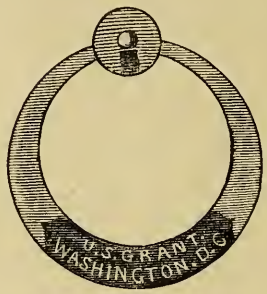
Shield.

Eagle, small, 4 lined.

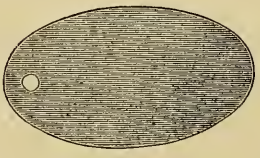


Large Plain Shield.

American Shield.

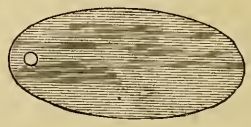


Wentworth's Patent
Ring and Check combined.



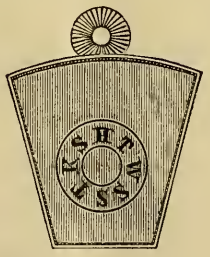
Large Oval.

Scroll.



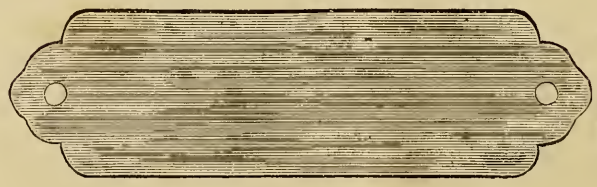
Small Oval.

Plain Keystone.

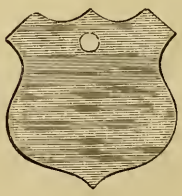


Ornamented Keystone.

Goddess of Liberty.



Trunk Plate, No. 2.



Small Plain Shield.

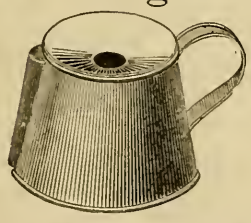
Prices of German Silver Key Checks.

Eagle, small, four lined,	per hundred	$2 25
Eagle, three or four lined,	per hundred	$2 50
American Shield,	per hundred	3 00
Wentworth,	per dozen	90
"	per gross	9 00
Large Oval,	per hundred	2 00
Small Oval,	per hundred	1 50
Large Plain Shield,	per hundred	2 50
Small Plain Shield,	per hundred	2 00
Fancy Shield,	per hundred	2 00
Ornamented Keystone,	per hundred	2 50
Plain Keystone,	per hundred	2 00
Scroll,	per hundred	3 00
Trunk Plate, No. 1	per hundred	5 00
Trunk Plate, No. 2	per hundred	7 00
Seven Boys Puzzle,	per hundred	4 00
Goddess of Liberty,	per hundred	3 00
Umbrella, for fastening to the handle of umbrellas, canes, &c.		1 50

Prices of Brass Checks.

Large Round,	per hundred	$2 00
Small Round,	per hundred	1 00
Diamond,	per hundred	2 75
Gentle Reminder, No. 1,	per hundred	4 00
Gentle Reminder, No. 2,	per hundred	7 00

Marking Pots.



For use with Pencil Brushes.
Of heavy Tin, per doz. $3.50.

Fountain Fluid Cans.

For marking Fluid; unequalled for rapid and neat stencilling. Per doz. $3.50.

Marking Fluid.

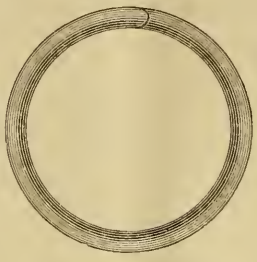
The best of liquid ink, for use with either stencils or pencil brushes. Does not foul the brush or stencil; dries quickly and does not smut. Cannot be shipped in freezing weather.

In Quart Cans, per dozen, $2.00.

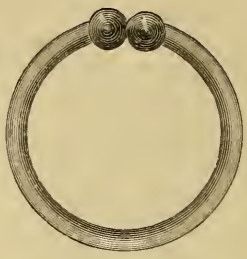
Silver Plated Stamp.

I furnish the best of the many kinds of these stamps which are in the market, and as I put them up with several alphabets of type, so that any name can be set up and stamped with them, are very convenient for marking books, cards, paper, &c., but do not fully recommend them for clothing—although thousands are sold for that purpose—for this reason: That the best indelible ink needs to be worked into the fibres of the cloth to make it permanently indelible, which cannot be done with type. For samples and prices see marker circular.

Diamond.



Large Plain.



Ball.

Medium Plain.

Small Plain.

Prices of Key and Check Rings.

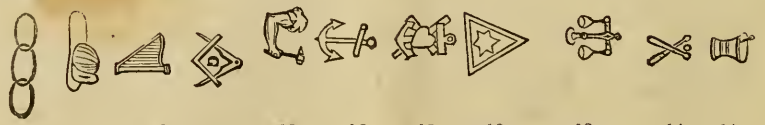
Small Plain, in boxes,	per gross	$ 20
Medium Plain, two sizes on a card,	per gross	40
Large Plain, four sizes on a card,	per gross	75
" " " " "	per dozen	10
Diamond, four sizes on a card,	per gross	6 00
" " " "	per dozen	60
Ball, five sizes on a card,	per gross	6 00
" " "	per dozen	60
Swan Bill, six sizes on a card,	per gross	9 00
" " " "	per dozen	1 00
Key Chains, steel,	per gross	3 00
" "	per dozen	30

Key Check Emblem Dies.

Nos. 1, 2, 5, 3, 17, 18, 19, 20, 21, 16.

$1. $1. $1. $1. $3. $5. $5. $5. $5. $3.

Nos. 6, 8, 9, 10, 12, 11, 15, 14, 13, 4, 7.



$2. $2. $2. $1. $3. $2. $3. $2. $2. $1. $1.

Bronze.

Used for bronzing names in books, on cards, papers, &c., with either the Stencil Plates or Type Stamps.

Agents by having good samples of the different colors will find this a great help in canvassing, as many persons will buy a stencil for marking books if they see that extra nice work can be done with them, who otherwise would not even look at your samples.

I furnish only the fine quality, as a good neat job cannot be done with coarse bronze. Put up in bottles containing enough to bronze 1000 names, as follows:

Rich Gold, per bottle,	15	cents.	Per dozen,	$1.50.
Fire,	"	13	"	"	1.25.
Silver,	"	13	"	"	1.25.

Camels' hair brushes for applying the bronze, 5 cents each, or 50 cents a dozen.

Finally, anything in the line of Stencil and Key Check goods, Steel Stamps, Door Plates, Seals, Presses, &c., &c., I will furnish at the lowest living prices.

Ink cannot be sent by mail except a sample bottle, and no goods will be sent by mail unless the money is sent to prepay postage.

NOTICE.—On orders for $50 worth of goods at one time, I will discount ten per cent. $100 and over at one time, 15 per cent.

These are my Lowest Prices—Net Cash at my Office.

In sending orders be sure and write your address in full—giving post office, county and State, *distinctly and in each letter.* In sending remittances obtain a draft on Boston or New York, if possible, otherwise a post office money order.

PLEASE NOTICE.—I cannot send goods and collect the full amount on delivery. I would gladly accommodate, but my profits do not warrant the risk; as in case the goods are not taken I am obliged to have them returned, and pay the express charges both ways, which is a dead loss. I will sell you as cheaply as possible, but I must be secured on express charges before I ship the goods. Send me $5, which will be deducted from your bill, and the balance will be collected if preferred. It is better to send the whole amount when ordering goods, as it saves you the expense of collecting and returning the money by express. I think that the certificates given are sufficient to convince you that I am entirely responsible for any amount entrusted to me. Address,

S. M. SPENCER,

117 Hanover Street, Boston, Mass.

What Folks Say.

Fort Randall, D. T.

S. M. Spencer,—*Dear Sir:* The $25 Outfit with stock was received *three* days ago. Am much pleased with it. In getting it I have learned a new way of making money. Have cut eighty-four plates at $1 each, and lots more orders on my books. Send the following stock. * * * * * * *

Yours truly,

VALE P. THIELMAN.

Omaha, Neb.

S. M. Spencer,—*Dear Sir:* Have not written before as I wished to test the tools. They are as near perfect, I believe, as it is possible to make them. *Could not* be better pleased than we are.

Yours, &c.,

B. D. SLAUGHTER.

Rochester, Mich.

S. M. Spencer,—*Dear Sir:* Those Hollow Faced Dies, (inch) that I purchased from you two months ago I have fonnd to be far better than I expected. I am highly pleased with them and shall soon order the 3-4 inch set from you.

Yours, R. O. SMITH.

Smithville, Monroe Co., Ind.

S. M. Spencer,—*Sir:* The $25 Outfit was received day before yesterday. They arrived here at two o'clock, and before dark we had cut about $30 worth of plates—the plain ones at $1.00 and bordered ones from $1.25 to $1.50. I took in a partner who had been engaged in the stencil business before; he pronounced the dies the best he ever worked with. We shall want a larger set in a week or so. We could have cut more, but run out of stock; we have about twenty orders waiting now. Enclosed please find order for stock.

Yours truly, THOS. E. WARRING.

Canaan, Maine.

S. M. Spencer,—*Sir:* The dies that I bought of you are just the thing I want to make money with. They work like a charm. In one week I made $45.50 clear profit. Send me the following stock. * * * * *

Very truly yours, PRESTON ELDRIDGE.

No. Prescott, Mass.

S. M. Spencer,—*Sir:* The Outfit I got of you gives good satisfaction. The first *two hours* I canvassed, I got ten names, and the fourth day I got upwards of *forty*, which is much better than I expected. Enclosed is an order for stock.

Respectfully yours, DAN'L E. POWERS.

Newcomerstown, Ohio.

S. M. Spencer,—*Dear Sir:* I received my $25 Outfit and am much pleased with it. I have made from $6 to $8 each day I have been out with it. I have a number of orders for large brands, and feel sure of success. Send me the $\frac{3}{4}$ inch dies and stock immediately. E. M. YINGLING.

New Frankfort, Saline Co., Mo.

S. M. Spencer,—*Sir:* Your dies and designs are at hand. I am not following the stencil business for a livelihood, but at leisure times. I make good wages. Yesterday I made $6. JAMES M. FRAZER.

Macon, Ga., April 1st, 1869.

S. M. Spencer,—*Sir:* Those dies I got from you a year ago have done everything you promised. With respect, I remain yours,

EARNEST PESCHKE.

Virden, Ill.

S. M. Spencer,—*Sir:* The $25 Outfit you sent me came all right. I am well pleased with the dies. They work like a charm. I think it the best investment I ever made. One day I cut and sold 16 plates of the "T. H. Benton" style, netting the nice sum of $12. I have sold all the stock you sent with the Outfit, receiving $42 for it. Enclosed find P. O. Order for more stock.

Yours respectfully, M. J. L. CLARK.

Birmingham, Ohio.

S. M. Spencer,—*Sir:* The dies came to hand two weeks ago. A canvasser was out six days and sold $48.50 worth of plates. We took another partner on Friday, and before dark Saturday night he had taken over $20 worth of orders besides, I have worked twenty-five or thirty hours and my share of the profits amount to $24.25. Yours fraternally, G. H. MAINS.

Worcester, Pa.

S. M. Spencer,—*Sir:* I have received the hand trunk all right, and am much pleased with its contents. I canvassed *one half day* and obtained orders for eighteen stencil plates, twelve at $1.00 each and six at 50 cents each—making $15 I hardly know how to thank you enough for sending the Outfits. Enclosed is $5 for stock. Your obt. friend. J. H. WANNER.

New London, Wis.

S. M. Spencer,—*Dear Sir:* I received the stencil goods you sent me last Tuesday, and I think them to be better than you represented them to be.

H. G. LUTSEY.

Centralia, Ill., Nov. 16, 1869.

S. M. Spencer,—*Dear Sir:* The dies you sent came to me all right last Saturday, and I must say I am highly pleased with them. Their shape and finish show good workmanship. I paid $50 for tools from another establishment, and I do not consider them worth one-fifth the value of these.

Very respectfully yours, CHAS. F. WIGHMAN.

New Bloomfield, Pa.

S. M. Spencer,—*Sir:* I have used your $25 Outfit for nearly two years at home and travelling, attending fairs and other public gatherings. Every die is still as good, and cuts as perfectly as ever. I have never yet had one of them dressed and faced and they will last a long time yet. Your dies are more perfect, uniform and better tempered than any other make that I have ever seen, and I have had a chance to see a good many different make in my travels. I can most truly recommend your dies before all others.

Fraternally your friend, JOHN O. MOORE.

Rockland, Maine.

S. M. Spencer,—*Dear Sir:* After a good two years' trial of your *one-inch* dies, we can cheerfully recommend them as being fully up to what you claim for them. We have given them the hardest kind of service, having been in use nearly every day and on very heavy plate. We should have spoken in favor of them before, but wished to give them a good test, and we have done so, and are now ready to recommend them as the *very best.*

We are respectfully yours,

J. P. WISE & SON.

Chelsea, Vt.

S. M. Spencer,—*Sir:* I received the outfit all right, and it is perfectly satisfactory in every respect. I have cut several name plates, and the dies cut nice. I much prefer them to other makes I have used.

Yours truly, C. J. EMERSON.

Fredericktown, Mo.

S. M. Spencer,—*Dear Sir:* The $40 outfit came to hand three days ago and gives perfect satisfaction. I have used other dies, the makers of which are considered first-class, but these are the best I have seen. The clean, sharp, true cutting qualities of your dies are bound to be appreciated by any practical stencil cutter. The business was no experiment with me, I already knew that it was a profitable occupation. Thanking you for promptness and fidelity,

I am yours,

CHAS. E. BARROLL, Publisher of "The Bee."

Terre Haute, Ind.

S. M. Spencer,—*Dear Sir:* We this day received the 3-4 inch dies, and on trying them find that they work to a charm. Much obliged for promptness in filling our order. Yours, &c.,

HUDNUT & CO., Manuf'rs of Hominy, Maizone, &c.

Lehman, Pa.

S. M. Spencer,—*Dear Sir:* The $25 outfit came all right. I am well satisfied with it, and find myself now in a business at once pleasant and profitable; easily learned, and commanding good sales and large profits. I thank your for your enterprise in fitting out a complete set of tools for this business. Enclosed find order for stock. Hoping our intercourse may be long and pleasant,

I remain yours in F., L. & T., J. C. MULLISON.

Winnepauk, Conn.

S. M. Spencer,—*Sir:* Your bill with goods was received yesterday. I am very much pleased with the goods, and especially the key check block. Heretofore I have had to place the dies by my eye and have spoiled many checks; with the block it is hard work to misplace them; a child can do the work well. Had I known its value could not have been without it. Yesterday I received and filled orders amounting to $5.90; to-day have taken orders for $22 worth.

Yours, &c., EDWIN NORTHROP.

Jonesboro, Ill.

S. M. Spencer,—*Dear Sir:* I have cut with the dies I purchased of you one year and a half ago over 5000 name plates, besides many business cards, which I think pretty well for one set of dies. Shall send for large dies by and by. Respectfully, &c., H. ENSIGN.

Rees Mills, Ind.

S. M. Spencer,—*Dear Sir:* We received our $25 outfit and are doing very well. Took twenty-five orders the first day at seventy-five cents each. Shall want more stock soon. Truly, GARRETT & BENNETT.

Georgetown, Col.

S. M. Spencer,—*Sir:* The stencil dies came O. K. and have more than cleared themselves and stock left. Send the key check outfit and stock.

Yours truly, WM. E. BLACKHART.

Little Falls, N. Y.

S. M. Spencer,—*Dear Sir:* Your $25 outfit is received, and I am well pleased with the dies and tools. I have made from $2 to $3 a *night* after getting through my day's work. Very truly, EDGAR LACELL.

Connellsville, Pa.

S. M. Spencer,—*Sir:* I received the outfit of dies and am very well pleased with them. I have shown them to several machinists and they all pronounce them the best they have ever seen. I received thirteen orders for name plates inside of two hours, without going out of the house. Send me stock immediately.

Yours, &c., CHARLES MEHR.

TESTIMONIALS.

BOSTON, Sept. 1, 1873.

I have known Mr. S. M. Spencer intimately for the past fifteen years, and cheerfully bear testimony to his integrity, financial responsibility, and his thorough practical knowledge of every department of the Stencil business. From my former long connection with the Stencil business I am able to see the vast superiority of his Stencil Dies over any other make I have ever seen.

D. L. MILLIKEN.
New England Agent for T. S. Arthur & Son, Publishers.

BOSTON, MASS., March 13, 1873.

Having had a business acquaintance of several years with Mr. S. M. Spencer, it affords me much pleasure to certify that in all our transactions I have invariably found him prompt, reliable, and trustworthy. HORACE DODD,
Advertising Agent, 121 Washington St.

BRATTLEBORO, VT., June 1, 1870.

We are happy to bear testimony to the good character, business tact, enterprise and integrity of Mr. S. M. Spencer, Stencil Die manufacturer, and are glad to know that his stencil dies are having a wide reputation for excellence.

J. ESTEY & CO.,
Manufacturers of the "Estey Cottage Organ."

June 1, 1870.

I have known Mr. S. M. Spencer, of this village, both in a business way and in the ordinary routine of society, and have found him, in all intercourse I have had with him, to be an honest, honorable and upright man, and in every way worthy of the confidence and esteem of his patrons.

GEO. S. DOWLEY,
Cashier of the Vermont National Bank of Brattleboro.

BRATTLEBORO, VT., June 1, 1869.

It gives me pleasure to bear witness to the character of S. M. Spencer, as a gentleman of strict integrity and fair dealing. His stencil outfits have a wide reputation for superior excellence. WILLIS BEMIS,
Agent Am. M. U. & Fisk & Co's Express.

June 1, 1870.

It is my pleasure to bear testimony to the character of S. M. Spencer, as a gentleman of integrity and worthy of the patronage and entire confidence of the community. WILLIAM S. NEWTON,
Town Clerk of Brattleboro, Vt.

BRATTLEBORO, June 1, 1870.

From long personal and business acquaintance with Mr. S. M. Spencer, we do not hesitate to express our entire confidence in his integrity and responsibility. CHENEY & CLAPP,
Booksellers and Stationers.

3V667

1-4 Inch	PRICES	$25.00
3-32 "	AND	10.00
3-32 "	Samples	22.00
3-32 "	Of	18.00
1-8 "	Different	20.00
1-8 "	STYLES	10.00
1-8 "	AND	10.00
1-8 "	*Sizes*	15.00
3-16 "	OF	12.00
3-16 "	S.M.Spencer's	40.00
1-4 "	IMPROVED	18.00
1-4 "	STENCIL	16.00
3-8 "	DIES	28.00
1-2 "		30.00
3-4 "		33.00
1 "		35.00

Figure Dies and Border Tools are Included with Each Set